The Tribune's Page of Business News

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Insurance for Foreign Trade Respite in Buying of Cot-Risks Proposed

U. S. Merchants, Says Cotton th tion Against Fickleness of **Buyers in Other Countries**

suring American manufacturers and The Chamber of Comerday adopted a resolution which he nmittee examine and report on the sibility of devising and carrying orward a system of insurance against nation in distant lands.

in analyzing the reasons that make any merchants of this country hesitate to emerge from their shell of instrial provincialism Mr. Bernheimer

Merchants Lack Confidence

man has been made to see the impor ance of seeking foreign markets for tories, and, although shipping and banking facilities and the ability to spete in foreign markets seem asnce that his merchandise, when honaccordance with the agreement made nee with the agreement made tioneer to remark, "Gentlemen, these are scoured wools."

n are important factors in the cost nia, poor color, at \$1. nese costs are shifted back to the if the distant buyer whimsiest covering this risk of rejection by that, as American foreign trade expands, such an insurance enterprise

"Under the impulse of foreign needs, of cotton merican merchants in November, De-January and February last large quantities of goods to tment to new conditions prices And, therefore, though deliven buyers in innumerable instances receives the goods or to oner drafts issued against them. In clated cases there may have been

Why Orders Are Cancelled

This condition set me to thinking. rought it might be advisable to have Sam certify as to standards of s away from paternalism, and Then I thought that possibly ge association of American anufacturers might in a similar way der its judgment predudiced. And, ides, poor quality is rarely the real reason for rejection.

"Foreign purchasers cancel orders and refuse to receive goods for the sales yesterday, but buyers, chiefly same reasons as domestic buyers do, manufacturers of bags, were in the but the action of the former is more market seeking goods. these reasons, my experience shows: ounces to the yard of cloth were made Buyers are overbought, they change at 10.35 cents a yard, but later in the their plans, prices decline after the day holders advanced the price to ale is made, buyers regret making 10.50 cents. The grade of burlap known purchases for miscellaneous reasons to the trade as 10% ounces sold at ad various local conditions. The chief 11% to 12 cents a yard. pretexts used by those who reject sed are inferior standard, faulty Big Foreign Demand for ecution of contract, and faulty pack-

The American manufacturer could well afford to pay a premium to an dresses are being placed in the New insurance company which would as- York market by South American buysume the risks of non-acceptance. I ers. think the plan is feasible. As far as \$20,000, was placed by a buyer from I know, it is wholly novel, never yet Buenos Ayres with a prominent manuhaving been tried out."

Flurscheim Estate Is Ordered Reappraised

to the transfer tax appraiser for re- frocks of American manufacture also vision the appraisal of the estate of are reported, and at least one local firm is shipping cotton dresses to Eng-Henry A. Flurscheim, who was an land and will ship woollen dresses as equal partner in the firm of Franklin soon as the British import embargo Simon & Co. At the same time the is lifted. ing progress" made by the firm in its career of twelve and a half years, in which time, he said, it had established an excellent reputation.

Surrogate Fowler returned the appraisal on the ground that the State Controller objected to the valuation fixed by the transfer tax appraiser on

Fluracheim went into business in 1903 dent of the Fur Merchants Associawith a combined capital of \$110,000, tion, has sent out a bulletin to mem-The tax schedules showed the follow- bers of his organization announcing The tax schedules showed the following respectively the following schedules showed the following respectively. The tax schedules showed the following respectively. The tax schedules showed the following respectively. The follo each of these years was \$400,990. other Eastern points on the following Mr. Simon and Mr. Flurscheim also skins and hides: Buffalo, dog, fox, cach received \$100,000 a year salary, kangaroo, marmot, opossum, pahmih, offerings of crude rubber vesterday by manufacturers and dealers. Importers original capital when they went into A rate of \$1.62 % a 100 pounds for reported more inquiries and dealers. Importers outliners. Surrogets Fowler and the carload lots of 20,000 pounds, or \$2.50 percentage of orders than in some time appraiser took the figures for three a 100 pounds for less than carload past. This change is attributed to the the estate, and that the appraiser rugs and mats of the following: Catrick in the figure of the figure of the following of the follow

ton Goods Welcomed by Selling Agents

Goods Man, Want Protection the total volume of business being the smallest reported in weeks. The Jewish religious holidays, the decline in the of town jobbers and the efforts for the pause in the buying

of colored and unbleached fabrics as-serted that they were pleased with the respite in trade, the pace of which has mills have sold their full outputs for

orders for these fabrics, and it was association. intimated that while prices have been the unbleached goods.

Low-Grade Wools Not Wanted by Many Buyers ards in dealing with foreign countries.

BOSTON, June 5.-The government and domestic wools.

most lines of merchandise the were withdrawn. Fine carbonized Cali- trade now would not be so keenly profit in foreign business is fornia sold at 99 cents to \$1.04, with choice lots bringing \$1.13. C. J. Webb, High Freights, marine throughout, taking over, among other countries wools, a quantity of carbonized Califor- he said.

Cotton Yarns More Active

Cotton yarns are active, and some the mill agents asserted yesterday that demand at present is heavier than yarns lead in the activity, which is accompanied by advances in prices. The increased buying of these could grow to extremely large propor- class yarns is said to be due to the increased production of the finer grades underwear and women's mercerized hosiery.

Household Goods Sell Well

Mill agents reported yesterday that usekeeping goods, table cloths and napkins, were being bought in a liberal way. Traveling salesmen are sending that stocks of these goods now in the thirty days, thanks to the liberal buying now in progress. Prices are being of production that has resulted from knew something had to be done to the reduced working hours of mill

Better Trade in Notions

Buying of notions by jobbers is increasing. It is stated that supplies of that three or four houses have an-English hand sewing needles, which nounced their intention of showing fall been light, are larger. Quantities of Japanese needles have been offered to local concerns, but a number of dealers stated yesterday that the product is of such inferior quality that the importers find it difficult to make sales to American buyers.

Burlap Offerings Light

Light supplies of burlaps restricted Goods are rejected chiefly for morning sales of burlap containing 8

American-Made Frocks

Large orders for American-made One order, said to amount to facturer two days ago. The order calls for cotton dresses principally covers a variety of styles, all of which are worn in this country. It is said that the style requirements in the Argentine are indentical with those Surrogate Fowler yesterday remitted Chile and Mexico for light summer

Furs

New Freight Rates Benefit Importers of Australian Furs

con should have been fixed at \$1,254, continental freight bureau on ship- inferior in quality to the sixth grade ments of fur from Pacific Coast term- will be paid for on the basis of rela-Franklin Simon and Herman A. inals eastward. J. H. Bleinstein, presitive value.

Textiles

Urge Hosiery Makers to **Develop Foreign Trade** Speakers at Philadelphia Convention Say America Will

Retain Prestige

Business News Bureau Special Correspondence PHILADELPHIA, June 5 .- American manufacturers of hosiery now have the foreign trade, according to experts who Bleached goods concerns stated that tons got started again. Mr. Johnson jobbers as well as manufacturers of favored the exchange of manufacturing favored the exchange of manufacturing underwear for women had placed large costs and prices among members of the

Straightforward trade practices will advanced additional increases would be help establish American manufacturers necessary in order to bring the mate- in foreign trade, said Dr. R. S. MacElrials in line with the increased cost of wee, assistant chief of the Bureau of Foreign and Domestic Commerce. He

war was the introduction of American three million pounds of scoured, shab- the foreign trade department of the defective and low grade foreign Corn Exchange National Bank of Philadelphia. He expressed the view that wools in any quantity. Bids in several from America the hosiery trade sh

he said. He pointed to the fact that steel is \$20 a ton cheaper in America than in England.
At the election of officers T. H. John-

son was chosen president, F. L. Gal-braith first vice-president, S. D. Marsh-all second vice-president, Robert T. Blood treasurer and C. B. Carter secre

Summer Waists Still Wanted by the Trade

Manufacturers Find It Difficult to Switch to Fall Busi-

current demands even when so dis-

Most of the waist manufacturing concerns are still behind on their summer orders, having failed to make up the time lost in the strike this spring. on their books which will require an-

their fall models before well

Government to Offer

quired for war purposes. The fabrics ing received for all classes of silver-are located in the New York and Bos-ton districts. Bids will be opened in Although many of the workers have the office of the chief, Surplus Prop- returned to the silverware factories goods district.

Washington, D. C.

amounting to 1,553,690 yards, is prin- normally requires the services of July and August. cipally in odd lots that range from 5814 yards of black Albert twill to 200,000 yards of blue and white stripe ticking. The bulk of the fabric con-sists of Bradford black venetian, but the list includes as well cotton shirtings, sheetings, sateens, mohair serges, moleskins, galatea, tickings and twills, The fabrics in the Boston zone aggregate 3,565,572 yards, and are in large lots, the largest being 700,000 large lots, the largest being 100,000 yards of striped outing flannel. The list also includes brown osnaburgs, bleached and gray jeans, sheetings. Pig iron, No. 2 Fdry, per ton (Pittsb'gh) \$28.15 \$28.15 \$28.15 \$28.15 \$28.15 \$28.15 \$3. sateens, outing flannels and brown

Ireland's Flax Crop Will

Be Taken at Fixed Prices On July 1 the British Ministry of Munitions will take over all of Ireland's flax crop as and when harvested later in the year. According to Consul General Skinner, London, the flax will be divided into six grades, the product to be delivered at an appointed centre at the following fixed prices: First he estate's interest and good will in New railroad rates of interest to grade, 35 shillings per stone of 114 importers of Australian furs and hides pounds; second grade, 33s.; fourth, New railroad rates of interest to grade, 35 shillings per stone of 114 29s.; fifth, 27s., and sixth, 25s. Flax

Rubber

Crude Material

reported more inquiries and a larger a five-year standard instead of three years.

A rate of \$7.50 a 100 pounds, minimum, is made for moving these commodities in "silk" train service.

The estate was excessive and that not more than \$25,000 should be charged.

A rate of \$7.50 a 100 pounds, result of heavy arrivals in March and April, due to the movement of accumulations in the Far East, the rubber goods manufacturers' bins were removed than \$25,000 should be charged.

Guard Against German Use Of Seized Dye Patents

Chemical Foundation Plans to Encourage Small Manufacturers Who Are Proved by Investigation To Be 100 Per Cent American

Foundation recently opened offices at "In licensing manufacturers to use 81 Fulton Street, and has already the German dye patents, we have first started to license dye manufacturers to to establish that they are 100 per cent

is known as a key industry-other in- in this country to last two years, but German dye patents seized in this most important of these is the textile Foundation would be to encourthat the development of both the dye the leather situation age the small dye manufacturers. The and chemical industries is imperative, ous. This statement was made yester-

use these German patents.

"Many of our patents," said Mr. that the patents will get back into the Many of our patents," said Mr. that the patents will get back into the Show the utmost conservatism in their nurses.

After we are satisfied on purchases in order to prevent the inand we mean to do all we can to help the question of Americanism, we have these producers expand their business. to consider the capability of the manthese producers expand their business. The considering the capability of the manthese producers expand their business. The considering the capability of the manthese producers expand their business.

for the country both in peace and war.

If it had not been for Germanys' position in the chemical industry, she would have lost the war long before she did.

"The dyestuff industry is not of great render."

"I believe there is a great future for American chemical and dye producers, and they can look to the Foundation for every assistance it can render."

Business Money

The market of the last two days has American financial institutions headed that the many different interests

to institutions out of town. These

plained of the thinness of their port- committee of sales, however, have not been suffi- folios. Now their portfolios are growenough, but sales are discouraging. cent in centres like Chicago and St. an amount of bills that it is burdeneneral rate 5 per cent some to carry. They say that unless styles, Brokers differ widely in their opinions row becomes not only large in amount

per cent obtainable Dealers here also complain of the indebtedness, on policy of Western banks, which are

Shortage of Silverware hind on deliverie for Fall Delivery

Quantity of Cotton Goods large Western city establishment, who for all classes of goods, irrespective the volume of buying was much less New York Tribuna several months ago had placed an of prices, is exceptional, this man re-Washington Bureau order for what he thought would be ported. WASHINGTON, D. C., June 5.—On his full requirements for next fall, has

June 18 at 10 a. m. the War Depart-come back to buy additional stock.

Saturday Holiday Agitated ment will open sealed bids for 5.119,. This action was precipitated, it was 262 yards of textiles, which were ac- said, by the heavy call that is now be-

The material in the New York zone, still undermanned. A company which have closed all day Saturday during

about 2,800 workmen now has a force of only about 1,800. Because of this

cated vesterday when the representative of a Norwegian silversmith concern, with headquarters in Christiania, selling interests

erty Division, Munitions Building, after service in the army and navy, the Sons, one of the leaders in the dry silversmiths declare their plants are goods trade, during the past few years

Basic Commodities

June 5, 1919

(Note.- In those case, where no transactions were reported the "bid" 111 prices are given.)

			1 (0.000)00000000000000000000000000000000	
Copper, per lb	.1634	.1634	.161/2	.23
Spelter, per lb. (east of St. Louis)	.06.10	.06.10	.161/4	.07 1
Antimony, per lb	.0814	.081 4	.0838	.18
Tin. per lb		.721/2	.721/2	.10
PRECIOUS	METALS		10.7564	.53
Platinum, per oz	\$106.00	\$105.00	\$105.00	\$100.08
Silver, per oz	\$1.091 8	1.0938	1.081 4	
СНЕМІ	CALS		11100000000	
Sulphuric acid, 66°, per ton	16.00	16.00	16.00	
Nitric acid, per lb	.08	.08	N 7000000000000000000000000000000000000	Vo mark
Caustic soda, 76%, per 100 lbs	2.75	2.75	2.75	
Soda ash, 58% light (bbls.), per 100 lbs.		1.75	1.70	1.60
Phenol, U. S. P. (carloads), per lb		.085	WM (COLUMN	1.60
Glycerine, dynamite, per lb		.2116	.081/2	.60
Glycerine, crude, per lb			.171	8 .51
(ilveering c. p. (in drums)	.21	.131/2	.14	
		21	.211/2	.16
Alcohol (denat.), per gal	.40-	1000000	14 .45	48 .71
Alcohol (nonbev.), per gal	4.90	4.90	4.90	4.95

Nitrate of soda, 95%, per 100 lbs...... c. p..... Toluol, pure25 COTTON Middling upland, per lb..... 31.70 SILKS

Japan filature, No. 1, Shinshiu, per lb. . 8.05 China-steam filature, best, No. 1, per lb. 8.75 8.50 Canton filature, Ex. Ex. A, per lb...... 6.60 6.60 6.60 HIDES AND LEATHER Hides, city slaughter, spread, per lb Hides, city, nat. strs., sel., 60 or over, lb Calfskins, city, 9 to 12 lbs., per skin... 7.60 7.60 Leather, hemlock sole: Overweights, No. 1, per lb..... Middleweights, No. 1, per lb... .55 RUBBER*

.........

Para, up-river, coarse, per lb ...

Plan., ist latex, pale, crepe, per lb.....
Plan., brown, crepe, thin, clean, per lb...
Plan., ribbed smoked sheets, per lb.... "Quotations for spot rubber only.

Shoe, Leather and Allied Trades in Big Organization

Allied Council Is Formed to Represent Every Branch of the Industry; Spring Styles in Shoes

Sufficient good leather is available

ing at the Hotel Astor, at which rep and five unorganized sections shoe and leather trade perfected the organization of the Allied Council o the American Shoe and Leather In dustries and Trades. The new trade body is the outgrowth of the close co operation that existed between the va rious branches of these industries dur

ing the war period.

Through its activities it is expected come closer knitted and the general that will be gained by individual sec-tions of the industry because of the

The trading rate the banks relieve them of the burden seasons for sale of this class of foot- was about three times greater than

Philadelphia store and honorary presiand was elected chairman of the Allied pany, Providence, and president of the mills are operating night and day. Jap-At last the initial block of Belgian acceptances, amounting to \$10,000,000, is now being traded in here. This offering is a part of the \$50,000,000 per cent; indorsed trade acceptances, amounted Belgium by a group of 4½ per cent, all maturities.

follow such an each-for-himself policy.

Fifteen to sixty day prime trade acceptance. Retailers' Association, secretary-treasization will be conducted through the quarters of the National Retailers' Association, in Philadelphia. Retailers' Association, secretary-treas- them was of excellent volume. It was

Metals

thortage manufacturers are far be- Copper for Delivery in Manufacturers Waiting to Learn That the shortage of commercial August Advanced by

of a marked shortage completed negotiations with a com- its quotation on copper for August de prices are higher than they have been had decided to abandon manufactur- livery. Smelter agencies continued to for many years, sales continue in large ing and act as sales agents for an make sales below the figures of the socolume. One prominent concern yes. American house. Stocks of silverware called "big interests," and transacted

In White Goods District Hot Weather Helps Sale of Cotton Dresses

Large Orders Are Placed by Buvers From Other

Cities Buyers are still in the market clam-

oring for dresses made of cotton fabrics, although business in this line has been remarkable all spring. In half a dozen establishments yesterday buyers Edward J. Byrne only from Pittsburgh, Philadelphia, Cincin-nati, Boston and other cities were placing large orders for cotton dresses which they wanted as soon as the factories could deliver them. The buyers say their business during the last week has been heavy because of the warm

"Last year," said one of them, "we comparatively few cotton dresses at this time because, as you will

To Hold Shoe Style Show

Fall styles in shoes will be displayed at a style show, to be held under the auspices of the New York Shoe Retailers' Association, at the Bush Terminal Sales Building on the evenings of July 17 and 18. The shoes will be displayed on living models and addresses on timely topics will be made by prominent members of the shoe industry.

Trade Notes

Charles Quenzer, Inc.—M. Lapschitz, costs
Schitz, costs
Schi

Trade Notes

4.35

30.20

5.35

33.15

A ground floor wholesale dress sales

Heller
Harkway, Joseph—A. H. Silver-Adelson, manufacturers of Peggy Paige dresses, when the firm moves to new quarters at 18 West Thirty-second Street. The present factory, at 131 West Thirty-fifth Street, will be retained until another can be established in a new building the concern is erecting in Repoklyn.

Island Really Co.—American Adult Co.
Incorporated Land Co. and T. M. Hodgens—Exchange Banking & Trust Co.

Jezek, Joseph, adm.—Troy Wagon, Works Company, Costs.

Kammerer, Frank A.—D. & W. Holding Company, Katzman, Harry, and Louis Fielsher—J. Marks

Keeley, Charles—New York Edison Company, Costs. room will be established by Lipson & Island Realty Co.—American Adelson, manufacturers of Peggy Paige, Audit Co.

TRADE (H) MARK

HARA & CO.

(Hara Gomei Kaisha)

354 Fourth Avenue, New York

Telephone, Madison Square 8120

RAW SILK

SOLE DISTRIBUTERS OF WELL KNOWN HARA FILATURES

Tomioko and Nagova

Branch Offices and Agencies:

MAIN OFFICE:

Heavier Buying of Taffetas by Dress Manufacturers Is Anticipated

volume. A good share of the buying originated with jobbers of the Middle The fabrics in best call were char-

meuses, georgettes and crepe de chines backward, seems to be improving, and Deliveries to the jobbers by many Mirkil, secretary of the National Shoe en's waists reported that business with The business of the new organ- stated that supplies of the Japanese weaves were not large, though shipping facilities on the Pacific Ocean are im-

Raw Silks Move Slowly

Size of Japanese Crop

Some of the importers attributed the decline about 10 cents a pound in Shinshiu No. 1, to the settlement of accounts between speculators on the Yokohama bourse. It was intimated into the South China field has been that when the temporary effects of the much more extensive than has been of the copper now being taken is going settlements have passed renewed buying probably will take place at higher cess has been quite marked and genprices than those now prevailing.

Moscow-Lyons-London Yokohama, Japan

GOVERNMENT SALE OF COTTON FABRIC

Communications should be addressed the DISTRICT MANAGER, Air Servic Finance Division, Material Disperal Section Colors

Chinese Trade Demands Standardized Shades in Dyestuffs

in connection with ceremonials as

and various South China coast citie

high quality standard c

erally satisfactory.

2.02357

1,111.76

108.60

1.064.20

406.70

249 48 148 38 756 00

757.94

115.70

Business Troubles

Assignment

E. J. BYRNE & CO.—A partnership composed of Edward J. Byrne and F. Marsh Soper, stock brokers, formerly at 20 Broad Street, yesterday assigned for the benefit of creditors to S. Hayne Christie, of 25 Church Street. The assignment deed was signed by Edward J. Byrne only.

Judgments Filed

Posner. Samuel. Alfred Posner & Co.—G. Bogset. costs. Charles and Edward Posner & Co.—G. Bogset. costs. Richman, Louis L.—M. Feisc. Recemburin. Norris C. It. Holding Corporation Richards. William B. fruste Broadway Central Bann. Scharff. Samuel (Reliance and Door Company).—H. Soble.

remember, the weather was coor until the middle of July. This recent warm spell has started the buying, and our racks are almost bare of dresses." The same story was told by other buyers.

Burrows, Joseph G.—E. Light, costs Corvan, Richard L.—C. Worth. Carroll, James J.—James Everard Breweri's Collins, Geo, E.—T. H. Graham Co.

Ins. Co.
Fleming, Marion E.—A. Adamson
Faulhaber, Joseph F.—Hammond
Typewriter Co.
Heinweine, Max—Maybruck &

in a new building the concern is erecting in Brooklyn.

Among the new features to be embodied in the salesroom will be a special Spanish department, now being organized as a result of the substantial business the firm is developing in Central and South America.

The Export Trade Corporation announces that it has acquired the exclusive selling agency for Cuba, Japan and China of the Alloy Metal Wire Company, of New York, manufacturers of wire, wire gods and wire ribbon.

Judgments Filed

The following judgments were filed yesterday in Manhattan, the first name being that of the debtor:

In New York County

Arnold Grace A.—T. Mineur 5 230.46
Ancient Order of Hibernians of N. Y.—P. Gallagher, costs.
Galteraneky, Louis—M. J. Kennan Behrens, Dedrich—Swift & Co. Inc.
Beninato, Ella—F. Light, costs.
Burrows, Joseph G.—Everett Investing Co.
Carroll, James J.—James Everard Brewerles
Collins, Geo. E.—T. H. Graham
Co.
Carroll, James J.—James Everard Brewerles
Collins, Geo. E.—T. H. Graham
Co.
Charles Quenzer, Inc.—M. Lapschitz, costs
Consolidated Doll Co. Inc.—Madlson Glue Mfg. Co., Inc.
Dades, Gus—J. H. Muller, Dolces, Constantins—Liquid Carbonile, Co.
De Felice, Antonio—M. Angello
De Felice, Antonio—M. Angello

Vance Green

Stein, Benjamin—Cohen et alsebard and Door Company)—H
Soble Same—Soble Bros, Lumber Company
Shevilin, Bernard, adm.—F. I. Schneider, costs
Simon, Emil J.—W. E. Tuttle in In Bronx County

165.09
215.65
Sarine—Saine
225.20
Reise, Joseph—A Koeppel
Rungel, Maurice—C Wilsman
Sarine—J. Varian

118.45

137.52

448.79

448.79

174.64

18.511.47

\$ 18.511.47

\$ 108.69

125.50

18 297.21

Lerner, Samuel, J. 1919.

In New York County

Glaubinger, David—City of N. Y. March 31, 1919 (vacated)

Smith, Kline & French Co.—A C.

Stallman, Dec. 17, 1918.

Warren, John and Fidelity & Casualty Co. of N. Y.—Peopir.

etc.; Feb. 15, 1919.

19. 1917.

Barker, Chas. B.—Dewitt Allen

Auto Co., Dec. 11, 1905.

Jennings, Wm. W. 15—N. C.

Butler, Jr., May 21, 1919.

Lerner, Samuel—J. Spicgelinan

July 19, 1518.

In Bronx County 102.97

Satisfied Judgments

835.59 The first name is that of the debtor, the second that of the creditor and date when the state of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that of the creditor and date when the second that the second